



Logistics Systems Incorporated (LSI) Corporate Overview

As of October 1, 2010



Presentation Outline

Agenda

- **Corporate Profile**
- **Corporate Capabilities Overview**
- **Summary:
Why Select LSI?**

Objective

- **To demonstrate to you, why we think we have been successful**
- **You have many choices, but why you should choose LSI**



LSI Company Overview

Corporate Profile

- Founded in 2002
- Incorporated in Virginia, with headquarters in Washington, DC
- Participant in the National Industrial Security Program with the Defense Security Service (DSS)
- Focus areas: Integrated Logistics & Lifecycle Support, Information Technology Services, and Program/Project Management
- Primary customers: DoD and Federal Civil Departments
- 75%+ of our revenue is generated from prime contracts with the Federal Government
- Awarded Highest Quintile Dun & Bradstreet Past Performance rating
- Cited in 2009 and 2010 *Washington Technology* Fast 50, listing the fastest growing companies in the government market



Company Mission and Values

Mission Statement

Logistics Systems, Incorporated (LSI) will apply proven management techniques and the highest caliber personnel to provide our clients expert management and technical services in the integration of logistics systems and information technology. In so doing, we will become known as a provider of cost-effective, top quality solutions for the issues facing our clients and their management.

Our Ethos

- Integrity and Ethics
 - No compromises
- We will provide our customers nothing less than the highest quality professional service
- Human Resource Management
 - We will attract, hire, and retain the highest quality employees
- Teamwork
 - We will work effectively with our customers and corporate partners to provide our customers a seamless support team



LSI Company Overview

Small Business Certifications

- SBA certified as Small Business
- SBA certified as Small Disadvantaged Business (SDB)
- SBA certified Section 8(a) Small Business
 - Exit Date: 2014
- SBA certified Historically Underutilized Business Zone (HUBZone) Small Business
 - Recertified: 2009
- Veteran Affairs Certified Veteran Owned Small Business
- Veteran Affairs Certified Service Disabled Veteran Owned Small Business (SDVOSB)
- Virginia Certified Minority Owned Firm

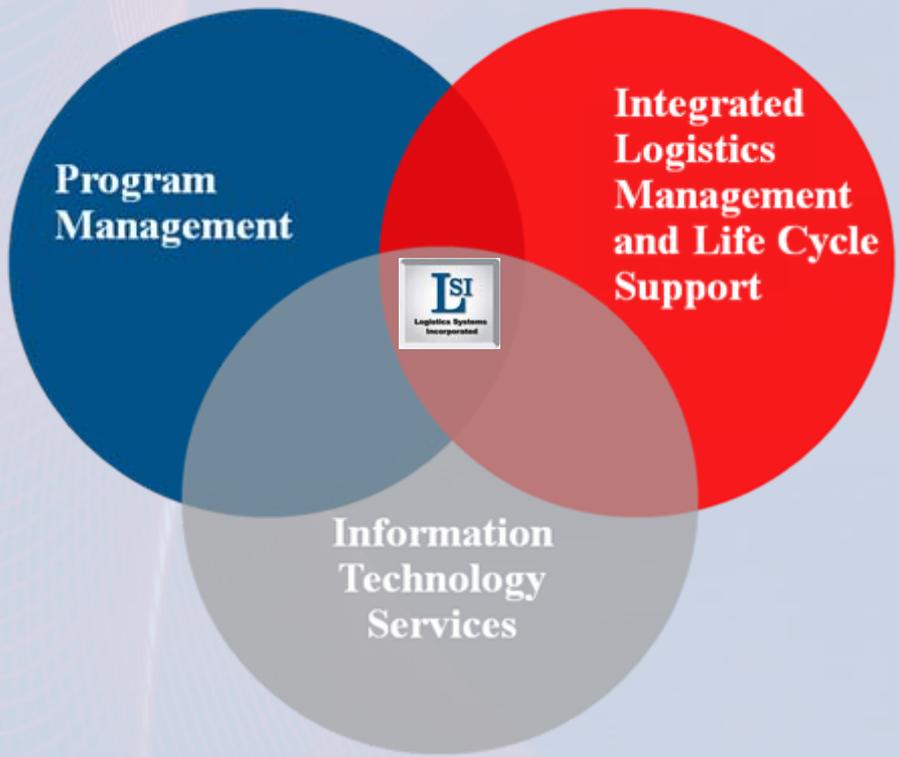


Corporate Structure





Corporate Capabilities



Primary NAICS Codes	
493110	General Warehousing and Storage
518210	Data Processing, Hosting and Related
541219	Other Accounting Services
541330	Engineering Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services
541614	Process Physical Distribution and Logistics Consulting Services
541618	Other Management Consulting Service
541990	All Other Professional, Scientific & Technical Services
561110	Office Administrative Services
561210	Facilities Support Services
561410	Document Preparation Services
561499	All Other Business Support Services
611430	Professional and Management Development Training
611710	Educational Support Services



LSI Locations



Office Locations:

- ★ Washington, DC (HQ)
- Huntsville, AL
- Columbus, GA
- Petersburg, VA
- Coppell, TX

Other Locations:

- Ft. Benning, GA
- Ft. Belvoir, VA
- Ft. Bragg, NC
- Ft. Campbell, KY
- Ft. Drum, NY
- Ft. Hood, TX
- Ft. Riley, KS
- Leesburg, VA
- Andrews AFB, MD
- Chester, VA
- Arlington, VA
- Washington, DC

OCONUS Locations:

- Kuwait
- Afghanistan
- Iraq

LSI is strategically located to support client requirements



Primary Contract Vehicles

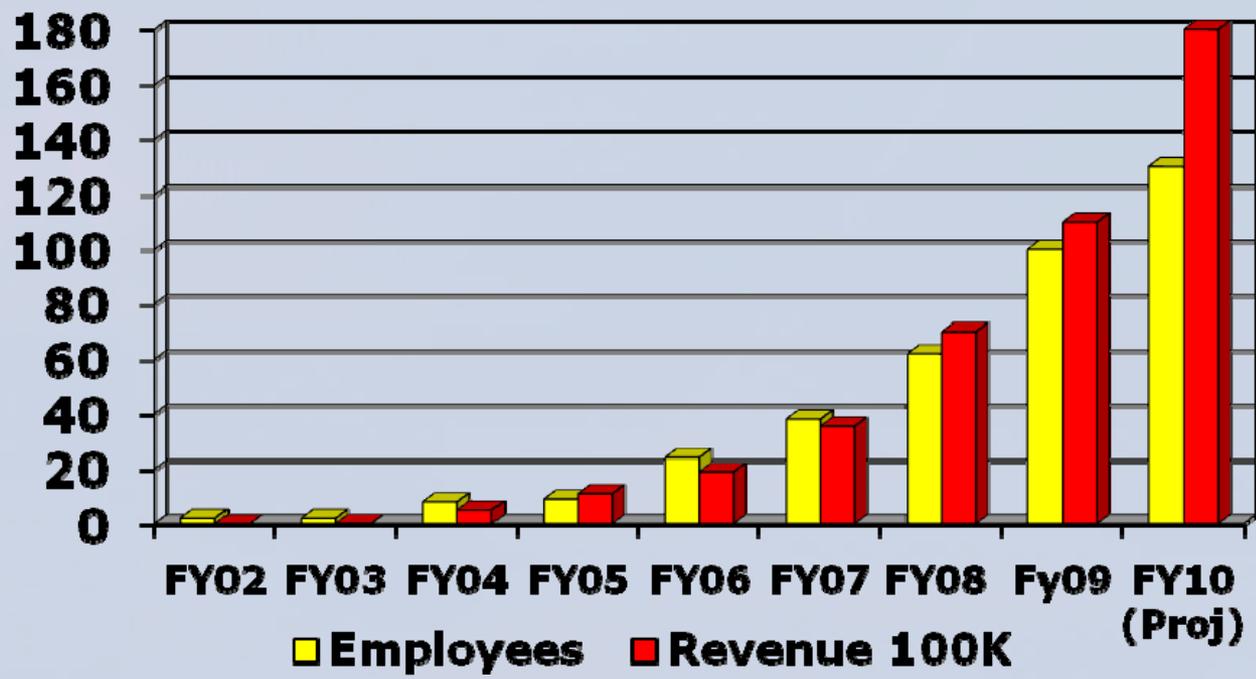
- GSA Logistics Worldwide (LOGWORLD) – Logistics services
- GSA Mission Oriented Business Integrated Services (MOBIS) – Management and consulting services
- MiDAESS – Missile Defense Agency Infrastructure and Deployment; Agency Operations
- AMCOM Express – Logistics and programmatic support
- Army CECOM Rapid Response 3rd Generation (R23G) – Army platform/system support
- Army Information Technology Enterprise Solutions (ITES-2S) – Information technology services
- Army Field & Installation Readiness Support Team (FIRST) – Logistics support
- Navy SeaPort-e – Navy engineering, technical, and programmatic support services
- GSA Veterans Technology Services (VETS) GWAC – Information technology services
- DISA ENCORE II – Information technology services
- DHS PACTS – Professional, Administrative, Clerical, Technical Services



Financial Overview

- Annual DCAA audits of LSI's indirect rates and accounting system due to major cost plus contracts
- FY 2008 independent financial audit completed
- LSI is debt free and maintains a significant unused line of credit with BB&T
 - BB&T is committed to provide necessary financial support for new contracts awarded to LSI
 - CEO member of BB&T's Board of Advisors for Tysons Corner Regional Branch

LSI Revenue



Profitable growth → **Solid balance sheet** → **Ability to support contracts**



Recruiting and Staffing

Recruiting Principles

- Thoroughly understand the requirement
 - Programmatic
 - Technical/Functional
 - Location
 - Security
 - Financial
- Anticipate: Start early
- Personally interview multiple candidates
- Check background/references
- Communications skills
- Ability to fit in a project team and/or customer's operating environment
- Spotless legal/ethics record

Recruiting Resources

GSK Recruiting
SOTEC Resources, LLC

KForce
Select Staffing

Goal: Meet or Exceed Customer Requirements



Standard Employee Fringe Benefits

- Group Health Plan (Medical)
- Group Dental Plan
- Group Vision Option
- Short-Term/Long-Term Disability Insurance
- Life/Accidental Death & Dismemberment Insurance
- Long-Term Care Insurance
- Flexible Spending Accounts
- Roth IRA
- 401(K) with Company Match
- Educational & Training Assistance (\$5K/year)
- Paid Holidays
- Vacation, Sick, & Bereavement Leave
- Profit Sharing
- Annual Bonuses
- Annual Employee Recognition Program

Attract and Retain High Quality Employees

Integrated Logistics Management and Life Cycle Support

- Logistics Program/Project Management
- Logistics Program Consulting
- Logistics Systems Automation
- Strategic, Operational and Tactical Logistics Transformation Management Consulting
- Logistics Systems Engineering, Procurement, Assets and Inventory Management
- Performance Based Logistics (PBL)
- Supply Chain Management
- Wholesale and Retail Management
- Inventory and Distribution Management
- Supportability Analyses
- Site Fielding Plans
- Materiel Fielding
- Transition and Transfer Plans
- Support Strategies
- Standardization & Interoperability
- Manpower/Staffing Analyses
- Depot Business Case Analyses
- Maintenance Planning
- Sparing Analyses
- Training Analyses/Support
- Core Logistics Analyses

Information Technology Services

- IT System Life Cycle Management
- IT Architecture Designs
- Database Design, Implementation and Management
- Design, Development and Management of Computer Applications
- Maintenance of Commercial Off the Shelf (COTS) Applications
- Design and Management of Information Technology Networks (LAN, WAN)
- System Security Planning, Penetration, Testing and Security Certification
- Internet/Intranet Development
- Web Design and Management
- Records Management
- Help Desk Support
- Document Imaging, Management, Indexing and Archiving

Program Management

- Strategic Planning
- Program/Project Management
- Grants Preparation, Review & Auditing
- Budget Planning & Management
 - Cost Estimating
- Acquisition Management
 - Requirements Analysis
 - RFP Development
 - Cost/Price Analysis
 - Performance Tracking
 - Contract Close-Out
- Business Process Re-engineering (BPR) and Improvement
- Administrative Support



Corporate Experience

Current/Recent Customers

U.S. Army

- HQDA – G4
- Army Sustainment Command
- Expeditionary Contracting Command
- 199th Infantry Battalion (Ft. Benning)
- Software Engineering Center, Ft. Lee
- U.S. Army Central (ARCENT)

Missile Defense Agency

- Sensors Directorate

U.S. Air Force

- Headquarters Air Force (A9)
- Air Force District Washington

U.S. Navy

- Naval Air Facility Washington

U.S. Department of Transportation

- Federal Highway Administration

U.S. Dept of Health and Human Services

- Administration for Children & Families

U.S. Agency for International Development

- Office of Civilian Response

U.S. Department of Homeland Security

- Transportation Security Administration

Defense Information School

U.S. Department of the Treasury

- Alcohol and Tobacco Tax and Trade Bureau



Summary: Why Select LSI?

Strong Contract Performance Record

- Spotless ethics and integrity
- Value added solutions
- Cost savings
- 75%+ of revenue from prime contracts
- OCONUS experience

Team Management and Capabilities

- Experienced, proven senior management team
- Proven ability to rapidly staff new contracts with quality personnel
- Proven project management processes
- Full staff support to projects

Solid Infrastructure

- Deltek GCS Premier accounting system/software
- DCAA audited/approved rates & accounting system - annually
- Solid finances w/excellent banking relationship
- Top Secret facility clearance

Success

- Unbroken record of successful contract performance and growth
 - ⇒ Top Dun & Bradstreet Past Performance rating
 - ⇒ *Washington Technology* Fast 50



My Inspirational Words of Wisdom

- The Tao of Success
- Nothing in the world can take the place of Persistence
- Talent will not; nothing is more commonplace than unsuccessful men with talent
- Genius will not; unrewarded genius is almost a proverb,
- Education alone will not; the world is full of education derelicts.
- Persistence and Determination alone are Omnipotent:
 - President Calvin Coolidge

- "Organization doesn't really accomplish anything. Plans don't accomplish anything, either
- Theories of management don't much matter. Endeavors succeed or fail because of the people involved.
- Only by attracting the best people will you accomplish great deeds."
 - General Colin Powell



Conclusion



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